

THE CHANNELS OF TRAFFIC

LOGAN G. McPHERSON ON SCIENCE OF FREIGHT RAILROADING.

It is No Easy Matter to Adjust the Car Supply to the Shifting Currents of Trade—One Good Effect of Lower Rates for Carload Lots—Clashing Interests.

Logan G. McPheron, who has been making an investigation into the manner in which freight rates work out into the commerce of the country, delivered the first of a course of three lectures at Columbia University yesterday. The subject of the first lecture being "The Channels of Traffic." Mr. McPheron has delivered a similar course of lectures at Johns Hopkins and the University of Chicago.

In his lecture yesterday he sketched the flow of the country's traffic—raw material coming to the New York and New England district and manufactured products moving from this district by many routes through the interior of the country. In this district, Mr. McPheron showed, but little of the food consumed by its population is produced, the flow of the great food staples being from Western farms to primary markets at St. Paul, Omaha, Chicago, Kansas City and other points and thence eastward.

Not only were New York and New England now dependent upon the West for grain and meat, he said, but in a great measure upon remote regions for poultry, eggs, fruit, butter and vegetables. Greater New York alone receiving more than \$20,000,000 worth of butter and more than \$20,000,000 worth of eggs a year.

"Over one-half of the industrial and commercial energy of the world," said the lecturer, "is given to the provision and preparation of food. It forms not so much as one-half of the traffic of the railroads because the food supply of the smaller towns and cities is largely, and of the villages almost entirely, obtained locally, needing no other transportation than the farmer's or the huckster's wagon."

This movement of food, said Mr. McPheron, demanded specially constructed cars and trains run in some instances as fast as passenger trains.

Another of the great traffic channels was that in which iron moved down from Lake Superior and another that in which moved the cotton from the South. Bituminous coal, although as a rule never hauled for long distances, constitutes about 25 per cent. of the tonnage of the railroads of the country and as much as 50 per cent. of the traffic of many of the roads. A singular change in conditions described by Mr. McPheron was the shifting of the sources of the lumber supply from the East first to the South and middle West and then to the Pacific Coast, one reason for the latter change being the desire to make a return road for the cars that took grain to the coast.

In the great volume of traffic staple commodities move in train loads to distributing centers, then in car loads, trains being made up of cars with a variety of commodities, the system being likened to the main and secondary arteries of the body. But while the commodities of the blood is always in the same direction the flow in these channels is different.

A simple deduction from these conditions would seem to be that the railroads at all times should have enough cars to move all of the commodities offered to them. If, however, they should have enough cars to transport promptly the maximum shipment of any one commodity, their cars would be idle at other and considerable periods. This applies to different months of the year and to different years, being most striking when a period of depression is contrasted with a period of prosperity. For example, in 1897, roughly speaking, the railroads of the country had about twice as many cars as they needed. Toward the close of 1897 every car was busy and two years later there was a marked car shortage, which continued with but little interruption until October, 1907, although the number of cars was increased year by year practically as fast as the car factories could turn them out. Three months later, in January, 1908, nearly 350,000 cars, 15 per cent. of the freight cars of the country, were idle. Mr. McPheron gave several instances of how hard it was for the railroads to distribute cars in accordance with the demands of traffic. In 1897, he said, the Pennsylvania was advised that 500 cars would be needed to move the peach crop in Delaware and Maryland, yet after that number had been prepared a turn in the weather so reduced the crop that it did not entitle the railroad to the use of the cars. In 1907, he said, the conditions of the weather and other reasons the great crops of grain, an unusual tonnage of bituminous coal and extraordinary quantities of merchandise all pressed for shipment at the same time, and the result was in shipping demands to be heeded to the markets before they perished, the already badly hampered railroads were simply overwhelmed.

While the flow of traffic of raw materials to manufacturing centers was now accomplished without the aid of middlemen and moved in clearly defined channels, it was different with the manufactured goods, and thence to the manufacturer there were three steps in the case of the distribution from the manufacturer to the consumer, namely from the manufacturer to the wholesaler, from the wholesaler to the retailer and the retailer to the consumer. While there are few distributing centers for raw materials there are many centers at which there are wholesale, merchandise, and there are retail dealers in every town and hamlet.

A difference between the freight rate from the commercial center and the rate from that commercial center, even so slight a difference that it does not entitle the retailer to a rebate, is of great importance to the consumer, may determine from which center a retail merchant will purchase his goods. The wholesaler, therefore, is continually on the alert to detect differences in competitive rates that militate against their markets, and continually on the alert to secure concessions in rates that may extend their markets even although they hamper the markets of wholesale merchants in other and competing cities.

"One good effect of the agitation of the last few years against the railroads has undoubtedly been to render the traffic officers the more ready to discuss, and the more complaisant in the place of the complaints as to rates, even when the complaints from their standpoint are without foundation and even silly. There is often a wide difference of opinion between the shippers and the railroads as to what is a proper rate. The shipper considers his individual interest, while the railroad considers the place of its own interest, the interests of other shippers and other communities. A widespread cause of many differences and misunderstandings in the widespread ignorance of the principles that underlie the adjustment of rates by the railroads and that must necessarily be in the nature of the case under the present adjustment."

The difference between rates for a carload and for less than a carload, Mr. McPheron said, had led to a decentralization in distribution and development of a lot of small distributing centers in place of a few large ones. Any place that can order goods by carload is really on a par with the big center. This decentralization, particularly of food, he described as one of the most conspicuous of contemporary economic phenomena.

"It relieves the large cities in great

measure of the rehandling and reconsigning heavier staple merchandise; it enables shippers to select at interior centers one or two hundred miles apart, and therefore relieves the retail dealer in that radius of keeping as large a stock as formerly, his orders, made by telegraph if necessary, being filled by the jobber over night. The retailers therefore with a limited capital are enabled to keep a varied stock of fresh and up to date merchandise. The consumer having the range of such a stock on the counters is likely to buy more than if he awaited exhaustion of his home supplies and calculated definitely as to their necessities. That is, the decentralization of distribution of daily needs tends to increase the purchasing power of communities, and therefore to build up a population diffused throughout many towns and villages that the great cities supply direct with the higher grades of merchandise and manufactured specialties."

This afternoon Mr. McPheron will lecture on "The Freight Rate Structure."

WOULDN'T LET TERRY FIGHT.

Police Block Two Attempts at a Bout With Johnny Summers.

It required the combined efforts of Police Inspector Walsh, Capt. Farrell and Reid and a bunch of bluecoats to prevent a ten round glove fight between Terry McGovern and Johnny Summers of England under the auspices of Tom O'Rourke's old Broadway Athletic Club last night.

McGovern and Summers were scheduled to meet in Lyric Hall last night at 9 o'clock in the presence of "members only," from whom O'Rourke said he had received about \$1,000 in initiation fees and dues. Capt. Farrell of the Tenderloin station announced yesterday morning that any man who stepped into the ring would be arrested, and the scrap was transferred to the Sharkey A. C., in Columbus avenue near Sixty-sixth street.

At 9 o'clock more than a hundred automobiles, cabs and carriages were hurrying up Broadway to the new scene of action. The hall was packed to suffocation when Capt. Farrell of the West Sixty-eighth street station arrived with twenty-five policemen. Inspector Walsh remained on the sidewalk while the captain hurried upstairs and gave orders to clear the building. "You can't hold the fight here," said the captain to O'Rourke, "as you have been driven out of another precinct. I will not permit the men to get into the ring."

O'Rourke made a speech in which he said: "This is a conspiracy. The police said that the fight was stopped for two reasons. One was that McGovern was not considered fit to enter the ring again and the other was that only six rounds have been permitted in the local clubs since the boxing game was revived. More than a year ago McGovern was declared insane and was taken to a private asylum up in Connecticut. His friends arranged a big benefit for him in the Madison Square Garden and more than \$10,000 in cash was realized. Later McGovern was released from the asylum."

Capt. Corcoran of the East 104th street police station raided the Grand Union Athletic Club in East 107th street last night and arrested ten men, the principals and referees of boxing bouts.

SELIG SILVERSTEIN DEAD.

Sisters Will Ask Hebrew Charity Organization to Bury His Body Today.

Selig Silverstein, the young Russian Jew who was mangled by the premature explosion of the bomb he was preparing to throw at the police in Union Square on March 28, died yesterday morning in Bellevue Hospital.

The causes of death were given by Dr. E. G. Cuddeback as cerebral meningitis and exhausted condition. Silverstein consistently had refused to take food, and nourishment in liquid form was forced down his throat through a tube. He lost forty-five pounds in weight between the time he entered the hospital and his death. Coroner Shady permitted the body to be removed to the home of Jacob Alexander of 80 Beaver street, Brooklyn. Mrs. Alexander was a friend of Silverstein.

While the body lay in the Morgue Silverstein's sister Agnes, of 12 Delancey street called. She gave no sign of grief. Silverstein had expressed a desire to die when first taken to the hospital and it was his sister who had carried to him a bottle containing some liquid which the authorities thought might be poison and handed over to the Health Department.

Cohen, Silverstein's cousin, said last night at the Alexander home that Silverstein's two sisters would ask the Hebrew Charity Organization to bury Silverstein, probably at Mount Sinai Cemetery to-day. All the time the sisters, who have little means, would scrape together what money they could and attend to the burial themselves.

Cohen said that Silverstein was not a member of any society in this country, and he saw no reason why the anarchists should turn out at the funeral or why they should contribute to the burial.

INCENDIARY FIRES.

Oil Soaked Excelsior in Cellar, Where Also the Gas Was Escaping.

The lives of twenty families in a four story double tenement at 307 Dumont avenue were imperiled yesterday morning by the work of an incendiary who started two fires in the building and disconnected the pipes leading from the gas meter in the cellar. Lights in the different apartments went out and gas filled the hallways and cellar.

The firemen got the fires under control quickly. An investigation showed the two fires had been started in the cellar with waste stuff and oil soaked excelsior.

Conductor Dies on Long Island Train.

William Cunningham, one of the oldest conductors on the Long Island Railroad, died on his train at Hicksville yesterday. Cunningham was in charge of the Greenport express, bound for Long Island City. At Farmingdale he was stricken with apoplexy. Mr. Cunningham was about 60 years old and had been in the railroad company's service for thirty years. He leaves a widow, three sons and a daughter.

Mrs. Constant A. Andrews Must Stay in Sanatorium.

Justice O'Gorman in the Supreme Court decided yesterday that Mrs. Blanche Andrews, wife of Constant A. Andrews, president of the United States Savings Bank, is not in a condition to warrant her return to her home. She was declared insane last year. Her husband asked recently that she be allowed to leave the sanatorium in Westchester, where she has been living.

To Remodel the Hewitt Residence.

Plans have been filed for remodeling for Mrs. Sarah A. Hewitt the three story residence of the late Mayor Abram S. Hewitt, Lexington avenue, and Twenty-second street. It will be 25 feet wide and 100 feet long. The improvements include the erection of a new fireproof conservatory adjoining the ballroom. It will be 25 feet wide and 100 feet long. The conservatory is of hammered plate glass framed in iron and ornamental blocks and supported on piers of brick and granite.

Soda Crackers that crackle as good Soda Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Soda Crackers that crackle as good Soda Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Soda Crackers that crackle as good Soda Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Soda Crackers that crackle as good Soda Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Soda Crackers that crackle as good Soda Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should

Crackers should